

Message Text

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PAGE 01 STATE 049755

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 AGR-10 /028 R

DRAFTED BY COM/SAD/BTYRRELL/BT
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P 012246Z MAR 76
FM SECSTATE WASHDC
TO AMEMBASSY DAMASCUS PRIORITY
INFO AMEMBASSY CAIRO PRIORITY

UNCLAS STATE 049755

E.O. 11652: NA

TAGS: BEXP, SY

SUBJECT: DAMASCUS INT'L. FAIR (CPF)

REF: WRIGHT/MCCOWEN/TYRRELL TELCON 26 FEB.

1. CONFIRMING UNDERSTANDING OF REFTELCON: DAMASCUS CONSTRUCTION ESTIMATE OF 3000 SYRIAN POUNDS PER 3 M X 4M BOOTH ON BASIS ACCRA DESIGN WOULD INDICATE OVERALL CONSTRUCTION COSTS WITHIN BUDGETED FUNDS. POSSIBLE ALTERNATE TO COMPLETE CONSTRUCTION USING EXISTING A-2 DISPLAY SYSTEM IN CAIRO WOULD ENTAIL FIRM QUOTATION FOR CONTAINER FERRY SHIPMENT TO DAMASCUS PLUS ERECTION-DISMANTLING QUOTATION. CAIRO FAIR DUSEX HAMMOND WILL ADVISE SHIPPING COSTS AND US DOC AIRPOUCHING SET OF A-2 SYSTEM PLANS FOR ERECTION/DISMANTLING ESTIMATE. AFTER RESOLVING A-2 SYSTEM VERSUS ACCRA DESIGN CONSTRUCTION USDOC DESIGN SECTION WILL PREPARE FINAL PLANS FOR FIRM DAMASCUS QUOTATIONS.

2. BASED UPON BUDGETED CONSTRUCTION COSTS USDOC PROPOSED
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PAGE 02 STATE 049755

FEE STRUCTURE IS AGREED TO BE: 3M X 4M BOOTH, 2250 DOLLARS;

3 M X 5 M BOOTH, 2500 DOLLARS, AND OUTSIDE SPACE, 15 DOLLARS PER SQUARE METER WITH MINIMUM SALE OUTSIDE, 50 SQUARE METERS.

3. TEXT OF INDUSTRY CABLE SOLICITATION EXCELLENT WITH MINOR CHANGE SUGGESTED TELCON. WE UNDERSTAND APPROX. 100 WILL GO OUT 27 FEB. SIMPLIFIED SINGLE MESSAGE, MULTIPLE ADDRESSEE TECHNIQUE AVAILABLE WHICH WOULD SIMPLIFY SOLICITATIONS AND PERHAPS PERMIT REACHING 300 LEVEL USED LAST YEAR FOR ACCRA AND DAMASCUS SHOWS.

4. POST WILL CABLE 1 MARCH REVISIONS FOR USDOC PRINTING SOLICITATION FACT SHEET ALSO NAMES OF SUITABLE DAMASCUS FREIGHT FORWARDERS, IF FAIR AUTHORITY GRANTS MULTIPLE FORWARDER REQUEST. -

5. USDOC PHONE CONTACT WITH ALL PAST EXHIBITORS COMPLETED WITH FOLLOWING RESULTS TO DATE: 10 NEGATIVE, 44 POSSIBLES, AND ONE FIRM VERBAL COMMITMENT (EXTRA CORPORATEAL, ONE 3X5 M BOOTH). TEN OF POSSIBLES MUST CONTACT OVERSEAS REPRESENTATIVES FOR DECISION. USDOC WILL ADVISE DAMASCUS ALL OVERSEAS OFFICES FOR POSSIBLE OTHER POSTS FOLLOWUPS. POSTS ADVISE ON INGERSOLL-RAND COMMITMENT EXPANDED

BY HOME OFFICE TO ONE 3M X 4M BOOTH PLUS 300 SQUARE METERS OUTSIDE.

6. POSTS TELCON MENTION OF POSSIBLE AGRICULTURAL DEPARTMENT PARTICIPATION DISCUSSED BRIEFLY WITH FAS, WASHINGTON WHO WILL CABLE PITCHER SHORTLY FOR RECOMMENDATION.

7. USDOC PROCEEDING ON FOLLOWING TIMETABLE OF ADVANCE WORK: (A) 3/26 MAIL POST FINAL PLANS AND SPECIFICATIONS FOR CONSTRUCTION BIDS. (B) 4/1 CLOSE SOLICITATION PERIOD (C) 4/7-30 POST OBTAINS AND CABLES USDOC SUMMARY OF COMPETITIVE CONSTRUCTION BIDS (D) 5/1/ USDOC RECOMMENDS CONSTRUCTION CONTRACT AWARD, MCCOWEN DEPARTS FOR DAMASCUS (E) 5/10-CONSTRUCTION STARTS (F) 7/12- CONSTRUCTION COMPLETE

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PAGE 03 STATE 049755

ALSO ALL FREIGHT TARGETED FOR ARRIVAL (G) 7/24-EXHIBITORS BRIEFING. INGERSOLL

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